

Pay It Forward Project
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El Salvador Economical Development Program March 2010 Progress Report

Program Overview

- Purpose of the program is to expand poultry businesses to hen laying coops within the communities in which Pay It Forward Project (PIFP) works
- Eligible beneficiaries would be awarded participation in the program
- Aim would be for profit maximization

Accomplishment

Phase I

- Beneficiaries Families Barahona (Armenia site) and Rivera (Jayaque site) awarded participation in the Economical Development Program
- Assessed & selected suitable geographical locations for hen egg laying coops
- Cost study on materials and supplies performed for competitive pricing
- Recruited community volunteers to support construction of the coops
- Placed order 1000 "Hy-Line"* chicks for two beneficiary coops to be delivered in July
- Preparation of Poultry Workshops
 - Coop Construction ~ designed to fit regional weather & topography
 - Accounting & Financial Literacy ~ basis for economical sustainability
 - Bio Secure Environment for personal safety of both chicks and people
 - Poultry Handling ~ procedures to ensure health & well being of chicks
 - Drinking System ~ provide access to safe water
 - Feeding System ~ technically instructed system for viability of chicks
 - Lighting Program ~ implemented system to stimulate the chick's maturity
 - Vaccination Program ~ ensure disease control for life cycle of chicks
 - Coop Maintenance ~ maintain healthy living environment for chicks
 - Egg Handling Process ~ how to ensure the safety of the eggs for sale
 - Veterinarian Care ~ provide science based health treatments to chicks

Phase II

- Cleared coops sites for launch of construction
- Purchase and delivery of material and supplies for coops
- Built retention wall for stability of Armenia's coop
- Framed the structure of the coops
- Roof assembling
- Purchased recycled feeders and nests for coops
- Enclosed coops with chicken wire
- Drainage system required and incorporated at Armenia coop
- Identified need to install water pump system on existing water well at Armenia
- Water filtration system also installed at Armenia due to extremely poor quality of water in order to reduce mortality rate of chicks

*Program chicks were procured from a distributor of **Hy-Line International** www.hy-line.com and Hy-Line International was consulted for documentation source for poultry workshops.*

- Drinking systems installed for chicks' hydration
 - Electrical systems installed for lighting & water pump filtration systems at Armenia
 - Bio preparation measures taken for the coops using lime as a natural source of disinfection
 - Shading systems installed to control amount of light to stimulate growth during maturity of chicks & to provide safety from wind & rains during monsoon season
 - Coop environmentally friendly, rapid growing shade trees planted for ventilation purposes
 - Delivery of 500 day-old chicks to each coop
 - First vaccination of chicks
 - De-beaking of chicks to prevent injury to each other & to better enable them to reach their feed
 - Commenced poultry workshops
 - PIFP Contract Signing with beneficiaries for commitment of paying it forward values
 - Bank accounts opened for beneficiaries
- Phase III
- Developing program progress reports for beneficiaries to provide weekly journal inputs
 - Reassessment of the publication of a newsletter performed with the decision taken to temporarily put it on hold due to increased security measures
- Phase IV
- Feed Houses built at both coops to house and protect the feed
 - Vaccination process for chickens completed resulting in healthier chickens
 - Nests installed for hens to lay their eggs
 - First eggs laid at each coop during the beginning of November!
 - Increased number of hanging feeders at each coop
 - Sale of eggs to local community commenced
 - Increased demand for eggs enabled families to raise their selling price thereby increasing their income
 - Families starting to save money for reinvestment of new chicks

Key Decisions Taken

- Feed Houses were designed and built at each coop as it was determined to be a need to have a protective shelter for the feed as portions were destroyed by water and eaten by rats and other animals
- Enlisting the guidance and help of Mr. Candido Palacios who works for the feed company; he is working along side of PIFP Volunteer / Beneficiary Even Rivera and Volunteer Jesus Martinez since the departure of PM David Peterson
- Selected third beneficiary for final coop

Current Status

- As a security measure the husband of beneficiary Ester sleeps in the feed house by their coop to protect the coop and chickens as they are large and plumb now and in danger of being stolen
- Ongoing financial reporting for the project via Monthly Conference calls
- Ongoing monitoring of feed delivery and quantities distributed to chickens
- Ongoing registry of egg production, size, health and quantities
- Hens have a 95.05% production rate which is excellent!
- 16 cartons of eggs are being sold daily; price per carton was increased from \$1.80 to \$2.50

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Challenges

- As our PM David Peterson concluded his volunteering with PIFP and returned to the U.S. in September the frequency of our communication was reduced creating a gap in communication flow from a daily basis to a weekly one
- Security remains a major challenge with the presence of gangs in the neighborhood so the coop in Armenia is for all intents and purposes manned 24 hours a day and someone also sleeps overnight at the coop in Jayaque and Ever Rivera is being escorted in and out of Armenia when he is there
- Loss of feed due to exposure to water as well as varmints was overcome by building feed houses
- Jayaque's coop experienced the setback of a flood due to inclement weather and torrential rain
- Chickens at the Jayaque coop are not quite as healthy in comparison to those at Armenia
- Delay on the installation of nests at the coop in Jayaque have deferred the training of the hens on how to use the nests, thus creating the challenge of some eggs being laid on the ground which is a risk due to possible egg breakage

General Assessment of Program

This past trimester of the program has been both successful and challenging. With the end of his committed time assisting us on the program, David Peterson packed up, said his goodbyes to the many friends he made during his four months as Project Manager and headed home to the States. Lacking a dedicated representative in the field was a big adjustment we needed to make with regard to the coordination of the program.

We were however blessed with the unsolicited assistance from Mr. Candido Palacios who works for Sello de Oro the company from which we purchased the chicken feed. Candido has shown a genuine desire in helping the people of El Salvador with the success of the program. Candido graduated from the most reputable national university which specializes in husbandry and has 20 years experience in the poultry business. He has worked closely with a sister company Criaves, the company that supplies the chicks, which has proven to be invaluable as he understands both sides of the business. He brings with him a wealth of knowledge as he has worked in virtually all of the various divisions of the business including auditing which has helped tremendously by ensuring the coops are maintained to the highest level of operation.

Candido has overseen the delivery of the feed to each coop and has developed a working relationship with both our beneficiaries and our PIFP Volunteer Jesus Martinez. Candido monitors and reports to us on the well being of the chickens, coops, egg production and feed distribution and consumption as well as the scheduling of vaccinations and debeaking sessions. Mortality rate is maintaining at a 3% with no additional losses which is great! We continue to be impressed with Candido's politeness, professionalism and patience and are indebted to his generosity in both his time and advice.

The commitment of implementing Pay It Forward Project's 1st Computer Literacy Program in Islamabad, Pakistan took our Founder Denise Bobba out of the country for four weeks in November 2009. Despite this she was able to continue communications with El Salvador and monitor the program, reporting progress back to the U.S.

We are pleased to report that a third beneficiary has been selected for participation in the program. Candido has recommended a lady, Norma Liseth Chacón de Guerra he has known for four years who has experience and is currently running a coop of 300 chickens. She would greatly benefit from participation in the program as she unfortunately cannot afford to reinvest and buy more chicks to continue with her business as she and her husband have considerable medical bills and hospital visits as one of their two sons was sadly born with out a rectum and will require a colostomy. Her husband and mother-in-law both have experience raising chickens so there is a built in workforce to run a larger coop. Her coop is in need of some substantial repairs but is well located.

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Conclusion

Our beneficiaries are preparing to be able to pay for their own feed and are also starting to put away savings from their monthly income from the sale of their eggs to be able to purchase the next cycle of chicks which is scheduled to start in July / August of this year. They will need to be diligent and financially responsible and accountable in order to do so. We eagerly look forward to our next visit to El Salvador to follow up on the existing coops and to start work on the committed third coop.

The success of the coop has energized the ladies as they have become empowered by their undertaking and are truly seeing the fruits of their labor. It is interesting to see how their husbands who were extremely skeptical at the start of the program, considering it to be a trivial "project" for their wives change their opinions as they see the radical increase in their families' incomes. One of the daughters Lucia has completed her first semester of university classes and now due to the income she is earning from helping with the coop is able to pay for her transportation to school. The younger children remain in school and are achieving good marks.

We would like to give a heartfelt THANK YOU to David Peterson for his time working as a volunteer on this amazing project with us! His selfless act of uprooting himself from his life in Virginia to move to El Salvador to volunteer his all was a priceless contribution to this program.

Updates on other PIFP Programs initiated during our last visits to El Salvador

- Graduation Ceremony held for PIFP's Sewing School 1st graduating class!
- Local convenience stores operating successfully and one hired a new employee to help run it
- "Clean Up Committee" formed following PIFP's Recycling Project and 10 neighborhood blocks have now been cleaned up by the team
- Successful eye surgeries for Delores Ortiz have TRULY been life changing as she is now the sole caretaker and provider for her 4 grandchildren as sadly her daughter passed away this past October

Photographs

First collection of eggs



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De-beaking and vaccination of chicks



New PIFP Sewing School - Students wearing their creations



PIFP Local Volunteer reviewing school inventory



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PIFP Sewing School Class in progress



PIFP Recycling Project



Mrs. Delores Ortiz very happy after her eye surgery



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